

If your work doesn't show your age, nobody cares if you are gray; we buy what's in your head, not what's on it.

Herbert Kaufman's Weekly Message

If you're not getting ahead, head another direction. There's trouble in the thickest program is slowest. When your way is blocked, block out a new one.

The Plutocratic Poor

UNCLE SAM is rich and Aunt Columbia doesn't care; therefore, why be thrifty? On that corner a skyscraper was raised and razed within ten years. Meat took another jump last week—prices would be lower if we hadn't outgrown the taste for plate and chuck. We kill a steer, eat a few choice cuts and leave half the carcass in the packing house to be barreled for export or made into canned stuff.

The laborer's wife spends the afternoon at the movies and buys his supper at the delicatessen shop at jewelry store prices. There's a silk dress and a dancing frock in the tenement wardrobe. The farmer's cornstalks rot in the field while he complains of the mounting cost of chop. The pound fisherman annually throws thousands of tons of herring back into the sea.

Home dressmaking and hat trimming are disappearing arts. The clerk's boy will not wear his father's cut-down clothes. Who sends shoes to be half soled—especially since the tanner's cow jumped over the moon?

Enough substantial food to provide for all the poor in town in carted away by the garbage man. Every afternoon a special freight train of table linens pulls out of Palm Beach for the ocean.

And yet we dare to complain of modern expenses. We lose about as much through waste as we gain by haste. Will we ever come to our dollar and senses?

Believe Me, Bo!

I BEEN readin' by the papers that we're out to swipe the trade.

Which the kings of France and England and this William Kaiser made.

That the poor benighted heathen down in Sweden and Peru Ain't got clothes and grub and tools enough to see the winter through.

So we're goin' to grab the business, while the other fellows scrap—

While they're swipin' at each other, wipe them off the export map.

I'm a roughneck and I've sailed on tradin' tramps and know the game.

So I hope you'll excuse me buttin' in upon the same.

Speakin' from my own experience, get hep to what they use Before you start improvin' them with your pet goods and views.

They are mighty strong on color and they want the price to show;

It's a waste of time to try and change their ways. Believe me, bo.

There are certain styles of packin' that we don't go in for here—And they like to read their language on the labels—it's more clear.

When you're writin' to a hombre in Brazil or Ecuador, If you do not use his lingo, he might not guess what it's for.

Don't send salesmen to palaver for you in a foreign land Who only speak a language that the folks don't understand.

I'm a hick, I don't know nothin', and I may be wrong or right, But unless you look before you leap around the world—good night!

You'll Be Caught in the End

By HERBERT KAUFMAN

Eat your crow—delay won't change it to a quail—confess the mistake and close the incident.

You'll be caught in the end, and that's the wrong end.

Frankness is an error-eraser.

Infallibility is not of earth; we expect you to flounder and blunder occasionally, but we demand a prompt acknowledgment of the slips.

The instant that we know you for a sneak, an embargo will be placed on your further advancement: where we cannot place trust we will not impose responsibility.

If you were clever enough to escape consequences you'd be too shrewd to invite them.

Integrity has already won its case: the evidence is written on the sky line.

All these great establishments round-about are expressions of confidence; the vindication of square dealing.

They represent fulfilled agreements—honorable policies—reliability.

Swindlers do not survive—society has too many ways to cross-check their operations.

After centuries of experiment with subterfuge and fraud, the universe possesses sufficient data to demonstrate for all time that double dealing does not pay.

You're beginning badly, young man. Mend that breach in your character before it is noted.

Once you become recognized as a shifty customer, the information will quickly spread. Nowadays business maintains a jealous guard over its fair name and makes adequate provision to defend itself against the incursion of undesirables.

The reputation of a house is in the hands of its helpers. Concerns are held accountable for their employees' misdemeanors and spare no expense to protect good will.

You won't be permitted to depreciate a valuable asset.

No matter how able and engaging you may be, your services are too risky on any basis if you cannot be depended upon to uphold and promote the probity of the firm.

You're bound to err—whoever knew any one who didn't? We anticipate a reasonable degree of misjudgment on your part and allow for it in our estimates, but we must learn when and where the breaks occurred so that they can be immediately repaired.

You may not snarl systems and disgruntle purchasers.

Don't be led astray by tales of success through illegitimate practices. The very fact that the history of the individuals in question is generally quoted really attests to their failure.

In former generations standards were not over exact and conscienceless folk, now and then, got away with it," but practical ethics are so high nowadays that such performances cannot be repeated.

Commerce has adopted a new morale and blask lists all who evade its tenets.

Pull many more tricks like that last one and you'll soon find yourself pounding the pavement and closed doors.

First-class institutions require references, and you're rapidly canceling the right to get yours.

Own up before you're shown up—make a clean breast of it and a fresh start.

The man who can conquer the worst in himself has met and solved the biggest problem he will ever face.

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War on the Scoundrels!

THE settings are different, but the risks and menaces in every considerable community are practically identical. Town or city, the same forces of evil squirm in the background.

Temptation never lacks a hearer. Ignorance and recklessness are vulnerable in any environment.

The social problems of the metropolis soon become those of the village.

There are no local sins; therefore the hideous state of affairs just revealed by Botwin before a New York grand jury demands the attention of the nation.

Ten thousand girls—mainly school children—lured from their homes and sentenced to a slavery compared with which the pre-bellum estate of the negro was paradisaical!

And this, mind you, in our day, in the year 1916—half a century after the proclamation of emancipation.

Of course you don't want to believe it—that's how it came to be possible.

The horrible truth gives the lie direct to our pride.

We must either confess ourselves resourceless to cope with this pack of scoundrels or mobilize instantly for a crusade which will neither abate nor relent until the "system" and every hound connected with it is fittingly dealt with.

The time for mealy mouth prudery is past.

Old Doctor Hypocrisy has been prescribing for a disease which cannot be checked except through surgery. Be as Puritanical as you please, provided it be the old Puritanism, which fought for right and died for betterment.

Up and at them!

Arma Virumque Cano

THOUGHT has a keener edge than a sword blade. The thing in us which conceives engines for destruction is more potent than its inventions. But until there is a universal acceptance of the higher efficiencies and humanities (which, in the last analysis, are synonymous) we must remain prepared with adequate means of defense against those who still refuse bloodless trials of difference. The theory of adjudicating disputes according to merit is a noble but as yet an impractical ideal.

When you want to know a man's real assets strike an average between his bank and tax statements.

Why the United States Takes an Interest in Syria

BY CHARLES M. PEPPER.

TURKEY is offish toward the interest the United States shows in Syria and the Syrians. This is not likely to change the policy of the Washington administration. Even in peace times Turkey has not been hospitable to suggestions or representations about its Christian subjects, but the United States has been patiently persistent. Sometimes also it has been a little aggressive.

The United States is interested in Syria for one reason because there are a good many Syrians in this country. It is interested for another reason on account of what has been done through American effort to better the condition of the Syrians. It is further concerned at present because it is about the only neutral country in the world which is in a position to use its good offices for Syria in the world war complications.

Recently the statement was given out that Ambassador Elkus had been instructed to renew, when he reached Constantinople, this government's efforts to better the conditions in spite of the refusal of the Turkish government to permit a neutral commission to investigate food conditions in Syria or otherwise interest itself in the situation there. The American embassy at Constantinople had called the State Department of the Turkish government's repeated refusals. Nominally, the objections were understood to be that the

situation was a political one which concerned only the internal affairs of the Ottoman empire. Geographically, Syria includes Palestine and the Holy Land. It is not a nation, and not a people with the homogeneous basis of nationality, such as the Armenians. Nor have the Syrians been oppressed and massacred as have the Armenians. But they never have been a welcome element in the Turkish empire. They are the most progressive people, or rather peoples, of the near east, but there is no racial affinity with the Turks. Their language is Arabic and they reflect Arabic civilization rather than Turkish backwardness.

The Turkish Syrians are Mohammedans, but there is a large Christian population, exceeding in numbers the Mohammedans. The Christian sects are innumerable. Roman Catholics and Greek Catholics are among them. Maronite Catholics, who acknowledge the supremacy of the Pope, although their priests marry, and who say mass in Arabic, are one of the strongest religious bodies. Genuine peasants, the Druses, about whose rites little is known except that they are essentially heathenish as understood by Christians, are not counted as a sect. There are also the Damascene Jews, who are so numerous in the Holy Land. There are, moreover, Armenians and Abyssinians.

The foreign religious bodies in Syria have been grafted onto the native Christian sects in addition to the eastern religious bodies. There are German Lutherans and German Catholics, numerous French religious societies, Italian religious bodies and British and American Protestants, but none of these are essentially Syrian, although they add to the complexities and the perplexities of the Turkish rule in Syria.

Syria proper until the outbreak of the war enjoyed a semi-independent

political status under the protection of the powers. The Turkish troops kept the various Christian sects from murdering one another at the holy sepulcher in Jerusalem, but Turkish administration in Syria was subject to very definite limitations. Consequently, there were few of the abuses which obtained in other parts of Asia Minor, where there was no restraint on Ottoman authority.

Enjoying the protection of the great powers, Syria was not seething with rebellion, although the Bedouin Arab tribes occasionally asserted their independence of all authority. Syria itself gave the sultan's government little trouble except when the attempt was made to overlap or undermine the rights granted by the powers. The expectation always was that Syria ultimately would come under the protectorate of a single European power, and France, by tacit acquiescence, was assumed to be that power.

After hostilities were begun, reports came of hardships inflicted on both the Christian and the Jewish population of Palestine, but there were no reports from the rest of Syria. Later came the reports of very harsh measures by the Turkish authorities. There was known to be much suffering on account of the food shortage throughout all Syria, and primarily this was what the United States sought to relieve when it made representations to the Turkish government. Then came reports of oppressive political action and of executions of numerous Syrians, although there was no general massacre, as with the Armenians.

Ultimately, definite and apparently reliable reports came of the summary execution of prominent Syrians in the city of Beirut for treasonable conspiracy. Beirut is one of the most impor-



A TRAVELING ARAB MERCHANT OF SYRIA.

tant commercial ports on the Mediterranean, and is, in fact, the commercial capital of Syria. The Phoenicians, twenty centuries ago, had a considerable commerce there.

Modern Beirut is one of the most cosmopolitan cities in the near east, where all cities are cosmopolitan. Its population consists of Syrian Christians, Mohammedans, Greeks, Italians and French, with a sprinkling of English and Germans. The French commercial influence was predominant, and French was the most common language of intercourse and trade.

The municipal government of the city was something of an anomaly, in view of the protectorate of the powers over Lebanon. The Lebanon administration ended at the city line and the local government was under the Turkish authorities. The foreign communities, as well as the native Syrians, were restless under this condition, but they accepted it as a temporary one. The hostility between the Moslems and the Christians was very pronounced and murders of Christians were not infrequent. Then the Turkish authorities, provoked by the foreign representatives, would take what they called "subsequent precautions."

Leading Syrians of Beirut, many of whom were wealthy and enterprising, unquestionably look forward to the time when their city will be free from Turkish rule. Most of its teachers were drawn from the United States, and many of the Syrians who were graduated from it later came to this country with the hope of securing an English education. The pupils of the college were not simply from the Turkish dominions; they were from all the countries in the near east, Greece and Bulgaria, and even some from central Europe. One of the problems which the college authorities had most difficulty in solving was to reconcile the students from the different Balkan states to one another's presence. The rival Balkan nationalities wanted a modern education, but they did not seem to want it in common. To have Greek and Bulgarian students in the same class kept the

peace with each other was considered a triumph of administrative ability.

Some of the Syrians who were graduated from the college afterward occupied responsible positions under the Turkish government, though usually of a minor character. The Turkish authorities were willing enough to utilize their services, but did not care to reward their abilities.

Some of these Syrians obtained positions in Egypt, and there also they held responsible positions. Not much is known about the present status of the American College at Beirut, but it is likely to be a hard time. As an educational center it is an object of distrust to the Turk-

ish military authorities. They are not likely to regard with favor any educational institution which is under foreign auspices. Formerly the Turkish authorities were tolerant of the institution.

Since Rumania has entered the war on the side of the allies it may be that Turkey will be kept so busy on the European mainland that it will be able to pay little attention to Syria and other parts of the Asiatic mainland. Yet the oppressive acts of the Turks are not likely to be lessened because there will be little control exercised over them from Constantinople, and at Constantinople at least a pretext was made of observing the obligations of civilized usage in treating a subject population which was not in rebellion. There was also some pretense of diplomatic courtesy in answering the repre-

sentations of the United States. It is not unlikely that if the Turkish government continues to ignore the representations of this country in regard to the food situation and the treatment of the Syrians representations may be followed by remonstrances the Turkish authorities may pay no heed to them. For as has been shown in the past of insuring that Turkey will heed remonstrances of a diplomatic character the bureau of the census.

The immediate future of Syria and the Syrians is, therefore, black, but in the peace treaty which must some day come they are likely to be given a recognition which will compensate, though it cannot atone, for their sufferings under the present conditions.

This Woman Handles \$350,000 Of Uncle Sam's Money Each Year

TIME was when a woman was thought incapable of figuring accurately, as time was when it was thought that a woman could not keep a secret. But time itself has proved the imputation in both cases to be fallacious, and the government of the United States has been one of the strongest promoters of the knowledge that women can do much of which men only were formerly considered capable. That guide and guardian of government efficiency, the civil service commission has itself been among the foremost advocates of women's employment to fill responsible positions; and in proof of what it recommends, it employs women in its own office in places of trust and confidence, which have the cost of things, and a government overcharge is charged as though it were an item in a personal account.

"Her work also requires some legal knowledge, as she must construe the law as it applies to spending money and also adapt the instructions of the Treasury Department to particular cases. We feel confident that a rigid supervision guards every account in this office. Miss Downing has not lost a penny during her administration, not merely through accuracy, but through



MISS ELIZABETH DOWNING.

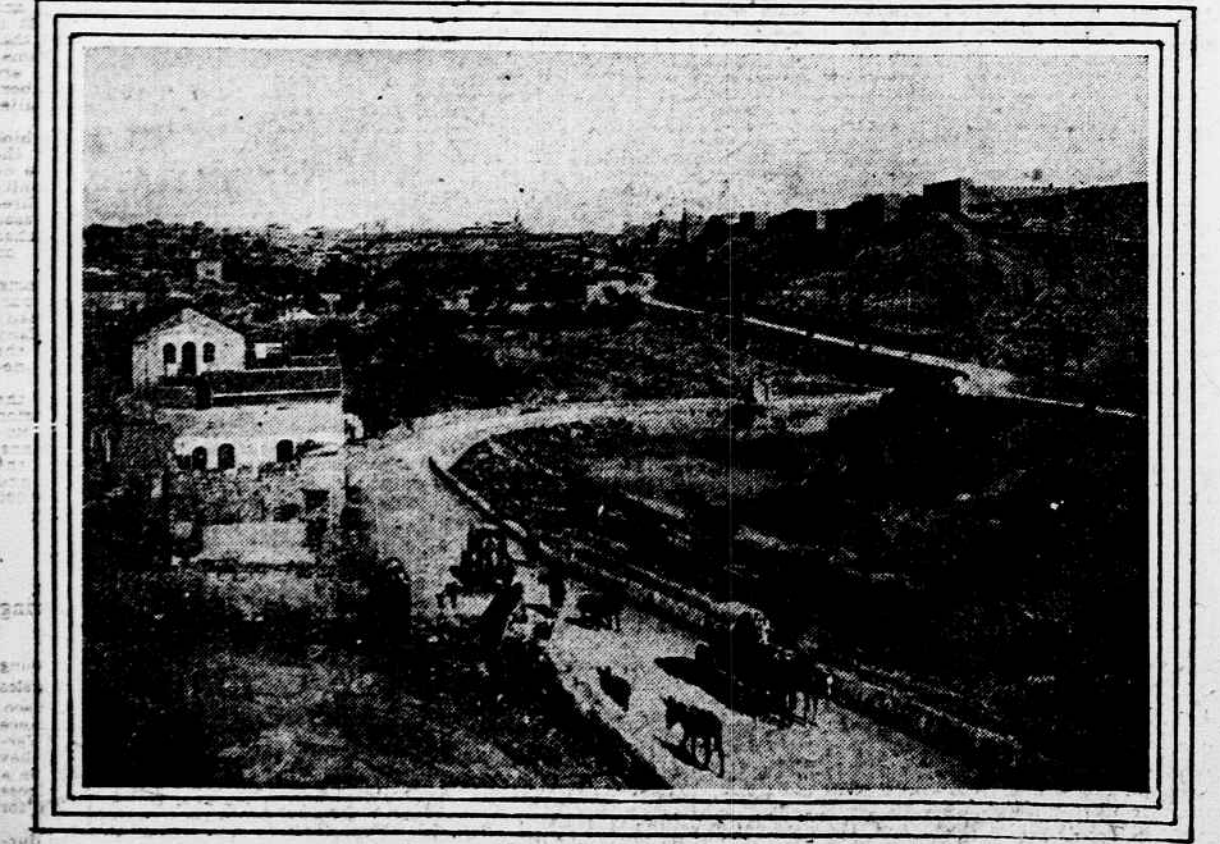
economy in expenditure. She has practically a division to herself, with some clerical assistance."

Miss Downing's disbursements for the civil service commission cover an annual expenditure of more than \$350,000, which amount covers the salaries of the 262 employees of the bureau, with other expenses incidental to the conduct of the work. "We have three pay rolls," said Miss Downing, in talking of her work. "There are the office salaries and those of the field examiners, of which there are five, and the salaries of the special examiners, who are scientists and experts, and whose services are employed by the commission for their assistance in rating and examinations of applicants for the government. There are also traveling and field expenses to be covered."

"The expenses connected with the field work of the commission in its twelve districts range over the wide area of the whole United States, and include everything from traveling expenses and hotel bills to janitor's fees. When there is a federal building in a place, such as a custom house, a room in that building is used for the examinations, but when no such place is available a room is rented, and sometimes suitable furniture must be installed for the period of examination of would-be employees of the government."

"By this you see that our expenses accounts are full of small and varied items, which must be carefully gone over before being allowed. They also entail a great amount of correspondence, as one may not disburse government funds without vouchers for every item and a knowledge that all is correct."

An estimate has been submitted to Congress for \$20,000 for traveling expenses for the fiscal year 1917. The appropriation for the current year is \$18,000. Last year the appropriation was \$12,000, but Congress granted a deficiency appropriation of \$6,000, making the total \$18,000. This appropriation is used by the commission in holding its examinations of all kinds throughout the entire United States, in making its investigations of infractions of the act and rules, and in the maintenance of administrative control of the federal service in the field. "Yes, I like figures," said Miss Downing, in response to a question. "You know that two and two make four, and you can get at it, which is more than can be said at all calculations."



THE MAIN ROAD IN JERUSALEM.